

## Message Text

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EB-08 AID-05 STR-07 COME-00 LAB-04 TRSE-00 OES-09  
L-03 FRB-01 OMB-01 ITC-01 SP-02 ICA-20 AGRE-00  
CIAE-00 INR-10 NSAE-00 OIC-02 SIL-01 OPIC-06  
CEA-01 SS-15 /169 W

-----004732 291641Z /44

R 291513Z AUG 78

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 7750

INFO AMEMBASSY ROME

USMISSION GENEVA

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UNIDO

ROME FOR FODAG

E.O. 11652:N/A

TAGS: UNIDO, OCON, EIND, EAGR

SUBJECT: UNIDO: SECOND CONSULTATION MEETING ON THE

- FERTILIZER INDUSTRY

1. SUMMARY. SUBJECT MEETING WILL TAKE PLACE NOVEMBER 6-10. MISSION BELIEVES REPRESENTATIVE U.S. PARTICIPATION WOULD BE BENEFICIAL AND SUGGESTS DEPARTMENT ENCOURAGE SUCH PARTICIPATION. AGENDA WILL INCLUDE RELEVANT UNIDO AND FAO REPORTS AND CONSIDERATION OF "PROPOSALS FOR WHICH INTERNATIONAL AGREEMENT IS NEEDED". END SUMMARY.

2. MISSION HAS RECEIVED FORMAL INVITATION TO SECOND CONSULTATION MEETING ON THE FERTILIZER INDUSTRY WHICH WILL BE HELD NOVEMBER 6-10 IN INNSBRUCK, AUSTRIA. A RELATED MEETING TO PROMOTE ESTABLISHMENT OF NEW FERTILIZER PLANTS IN DEVELOPING COUNTRIES WILL BE ARRANGED FOR INTERESTED

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PARTICIPANTS ON NOVEMBER 11. INVITATION RECALLS INDUSTRIAL DEVELOPMENT BOARD DECISION THAT "PARTICIPANTS FROM EACH COUNTRY MAY INCLUDE OFFICIALS OF GOVERNMENTS, AS WELL AS REPRESENTATIVES OF INDUSTRY, LABOR AND CONSUMER GROUPS ETC., AS DEEMED APPROPRIATE BY EACH GOVERNMENT". IT REQUESTS NAMES OF PARTICIPANTS BY SEPTEMBER 30.

3. MISSION URGES DEPARTMENT TO GIVE PROMPT ATTENTION TO IDENTIFYING AND ENCOURAGING APPROPRIATE U.S. PARTICIPATION IN THIS CONSULTATION. STATE 258409, OCTOBER 28, 1977, DESCRIBES PROCEDURES FOR ARRANGING PARTICIPATION FROM U.S. THESE PROCEDURES ARE DESIGNED TO PROTECT USG POSITION THAT CONSULTATIONS ARE NOT REPEAT NOT INTER-GOVERNMENTAL "NEGOTIATIONS" AND THAT WE THEREFORE DO NOT

ACCREDIT A "NATIONAL DELEGATION". THEY PROVIDE THAT DEPARTMENT WILL INFORM UNIDO'S NEW YORK LIAISON OFFICE OF ORGANIZATIONS IN U.S. WHICH APPEAR TO HAVE A SUBSTANTIAL INTEREST IN SUBJECT OF CONSULTATIONS, NYLO WILL FORWARD THESE NAMES AND ITS OWN SUGGESTIONS TO UNIDO VIENNA, AND UNIDO VIENNA WILL ISSUE INVITATIONS DIRECTLY TO POTENTIAL PARTICIPANTS. THESE PROCEDURES ARE STILL APPROPRIATE. THEY DO, HOWEVER, REFLECT A DELIBERATELY CAUTIOUS APPROACH TO UNIDO'S SYSTEM OF SECTORAL CONSULTATIONS.

4. MISSION WISHES TO POINT OUT THAT THERE HAS BEEN MUCH PROGRESS SINCE THE FIRST FERTILIZER CONSULTATION IN JANUARY 1977, (WHICH WAS ALSO THE FIRST IN THE SECTORAL SERIES) WHEN THE QUESTION OF NATIONAL DELEGATIONS VERSUS INDIVIDUAL PARTICIPANTS WAS HOTLY DEBATED. SINCE THEN, WE HAVE SUCCEEDED IN FIRMLY ESTABLISHING THE CONCEPT OF INDIVIDUAL PARTICIPATION (AT A COUNTRY'S OPTION; SOME DO FIELD INSTRUCTED NATIONAL DELEGATIONS) AND THE RIGHT OF UNCLASSIFIED

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ALL SIGNIFICANT VIEWS TO BE REFLECTED IN THE FINAL REPORT. EXPERIENCE IN RECENT CONSULTATIONS DEMONSTRATES THAT THE PARTICIPATION OF INDUSTRIALISTS, TRADE ASSOCIATION REPRESENTATIVES, AND LABOR UNION REPRESENTATIVES FROM THE WESTERN DEVELOPED COUNTRIES NOT ONLY HAS BEEN VALUABLE IN STIMULATING DC/LDC COOPERATION, BUT IS A GOOD ASSURANCE OF BALANCE IN THE CONCLUSIONS OF THE CONSULTATION AND IS THE BEST DEFENSE AGAINST PROPOSALS WHICH IGNORE "REAL WORLD" CONSTRAINTS. FURTHERMORE, MANY OF THE BUSINESS PARTICIPANTS HAVE FOUND THE CONSULTATIONS TO BE AN OPPORTUNITY TO MAKE USEFUL CONTACTS RELATING TO THEIR EXPORT, LICENSING, AND INVESTMENT ACTIVITIES. MISSION BELIEVES THAT AN APPROPRIATELY REPRESENTATIVE U.S. PARTICIPATION IN SECOND FERTILIZER CONSULTATION (AS WELL AS IN FUTURE CONSULTATIONS IN OTHER INDUSTRIAL SECTORS) WOULD BE IN USG INTEREST AS WELL AS MUTUALLY BENEFICIAL TO PARTICIPANTS AND UNIDO. (NOTE: U.S. PARTICIPANTS IN FIRST FERTILIZER CONSULTATION ARE LISTED IN REPORT ON CONSULTATION, DOCUMENT ID/WG.242/8/REV.1, 4 FEBRUARY 1977.)

5. AGENDA FOR MEETING IS CONTAINED IN AIDE MEMOIRE ATTACHED TO INVITATION AND INCLUDES CONSIDERATION OF

REPORTS BY UNIDO AND FAO SECRETARIATS ON A NUMBER OF RELEVANT TOPICS AND CONSIDERATION OF "PROPOSALS FOR WHICH INTERNATIONAL AGREEMENT IS NEEDED". UNIDO SECRETARIAT PROMISES TO CIRCULATE PAPERS ON PROPOSALS BEFORE SEPTEMBER 30. FOUR "PROPOSALS" AS LISTED IN PROVISIONAL AGENDA ARE:

"(A) MODEL FORMS OF CONTRACT FOR THE CONSTRUCTION OF A FERTILIZER PLANT AND GUIDELINES FOR THEIR USE;

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(B) THE RESPECTIVE RESPONSIBILITY OF PUBLIC AUTHORITIES AND THE ENTERPRISE FOR ESTABLISHING AND FINANCING THE INFRASTRUCTURE NEEDED FOR FERTILIZER PLANTS AND FOR THE DISTRIBUTION OF FERTILIZERS; TERMS AND CONDITIONS FOR FINANCING SUCH INFRASTRUCTURE INVESTMENTS;

(C) PROPOSALS FOR ESTABLISHING A MULTILATERAL INSURANCE SCHEME COVERING CONSEQUENTIAL LOSSES INCURRED BY CHEMICAL PROCESS INDUSTRIES;

(D) OPPORTUNITIES IN LEAST-DEVELOPED COUNTRIES TO ESTABLISH FACILITIES FOR THE PRODUCTION AND DISTRIBUTION OF FERTILIZERS AND INTERNATIONAL COOPERATION REQUIRED."

THERE WILL UNDOUBTEDLY BE PRESSURE FOR CONSENSUS ON SOME

ACTION WITH RESPECT TO THESE PROPOSALS. HOPEFULLY, U.S. PARTICIPANTS WILL HAVE APPROPRIATE EXPERTISE AND BE ABLE TO HELP KEEP DISCUSSION ON THE RIGHT TRACK.

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6. COPIES OF INVITATION, AIDE MEMOIRE AND RELATED MATERIALS BEING SENT BY INTERNATIONAL AIRMAIL TO IO/DHP/STEINER.

7. MISSION REQUESTS THAT OIC ISSUE ORDERS FOR PERMREP AND ALTERNATE PERMREP TO ATTEND CONSULTATION MEETING.

8. MISSION ALSO REQUESTS THAT DEPARTMENT INFORM US ON TIMELY BASIS ABOUT ITS CONTACTS WITH NYLO INCLUDING SPECIFICALLY ANY PARTICIPANTS' NAMES SUGGESTED TO NYLO, SO THAT WE MAY MAINTAIN OPEN CHANNEL OF COMMUNICATION WITH SECRETARIAT IN VIENNA ON THIS QUESTION. LEARY

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## Message Attributes

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